



USDA BROILER MARKET NEWS REPORT

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NATIONAL BROILER MARKET AT-A-GLANCE



Majority prices were higher in the Midwest with a steady to firm market tone. Elsewhere, prices were mostly unchanged under a mostly steady market. Retail demand was mostly moderate at best; food service was light to fairly good, best for fast food promotions. Supplies were mixed, but usually in good balance. In the parts structure, breast items were well cleared to tight and moving at premium levels. Wings were adequate, short for lighter weights, and dark meat was fully adequate to available. In production areas, live supplies were moderate at desirable to heavy, mostly desirable weights.

Final report Report of prices negotiated for trucklot sales of ready-to-cook broiler/fryers delivered to first receivers at major market areas week of 3/22/04-03/26/04 (cents per lb)

| US GRADE A | | | COMPOSITE | | |
|------------------------------|-----------------|--------------------------|--------------|--------------------------|--------------|
| (Includes branded product) | | | | | |
| <u>AREAS</u> | <u>MAJORITY</u> | <u>WTD</u> <u>AVG</u> | <u>LOADS</u> | <u>WTD</u> <u>AVG</u> | <u>LOADS</u> |
| Delivered to First Receivers | | | | | |
| Bos/New Eng | 72.00-77.00 | 75.81 | 16 | 73.48 | 41 |
| Chicago | 71.00-74.00 | 73.69 | 41 | 75.66 | 80 |
| Ohio Cities | TFEWR | — | — | 75.18 | 27 |
| Denver | 77.50 | 77.50 | 12 | 73.89 | 18 |
| Detroit | 73.00-74.00 | 73.75 | 12 | 75.40 | 46 |
| Los Angeles | 78.00 | 78.15 | 59 | 78.54 | 159 |
| New York | 75.00-77.00 | 76.39 | 23 | 76.49 | 43 |
| Philadelphia | 75.50-77.00 | 76.31 | 13 | 75.85 | 24 |
| Pittsburgh | 76.00-78.00 | 76.83 | 12 | 76.04 | 56 |
| St. Louis | 73 | 73.09 | 23 | 72.09 | 49 |
| San Francisco | 78.50 | 79.13 | 31 | 83.56 | 66 |

Composite Weighted Average

| | | | | |
|-------|----------|----------------|----------|----------|
| Loads | 03/22/04 | Change/Last Wk | 03/15/04 | 03/24/03 |
| 609 | 76.52 | 1.22 | 75.30 | 58.01 |

WOG BROILERS (without giblets) - prices paid per lb delvd to first receivers in trucklot and less than trucklot quantities.

| REGIONS | MAJORITY | WTD AV | LOADS |
|---------|-------------|--------|-------|
| East | 75.00-77.00 | 75.96 | 32 |
| Central | 72.00-79.50 | 77.78 | 72 |
| West | 77.00-79.00 | 78.43 | 39 |

Southeast Area FOB Dock Equivalent

| | | | |
|-------------|-------------|-------|----|
| Mississippi | 72.50-74.25 | 73.78 | 79 |
|-------------|-------------|-------|----|

GEORGIA F.O.B. DOCK PRICES Georgia f.o.b. dock quoted price on broilers/fryers for this week's trading is 73.75 cents based on ice-packed USDA grade "A" sized 2 1/2 to 3 pound birds.

| LOADS | RANGE | MONDAY FINAL WTD AVG FOB DOCK OR EQUIVALENT |
|-------|-------------|--|
| 1,036 | 68.00-79.00 | 72.68 |

The Georgia f.o.b. dock confirmed final weighted average prices on ice packed parts:

| ITEM | WTD AVG (CENTS PER POUND) | VOLUME (000 POUNDS) |
|------------------|------------------------------|------------------------|
| LINE RUN TENDERS | 241.00 | 1,406 |
| BREASTS - B/S | 213.50 | 5,554 |
| BREASTS - WHOLE | 113.50 | 1,939 |
| THIGH MEAT - B/S | 117.00 | 1,069 |
| LEG QUARTERS | 34.50 | 8,151 |
| WINGS | 127.00 | 2,969 |

THIS INFORMATION IS SUPPLIED BY THE GEORGIA DEPARTMENT OF AGRICULTURE'S POULTRY MARKET NEWS SERVICE.

NORTHEAST REGION BROILER/FRYER Trucklot buying activity on ready-to-cook whole broiler/fryers ranged fair to moderate at best entering the week. Offerings of the 3 pound birds were in good balance. The larger sizes were at least sufficient. Retail and distributive movement was light to no better than fair. The market tone was fully steady on the 3 pound birds, about steady on the balance. In the parts complex, breast items and tenderloins were tight and commanding premiums. Dark meat cuts were adequate to available. Wings were sufficient.

SOUTHERN REGION BROILER/FRYERS Trade sentiment was mixed, but at least steady. Demand following the weekend was fair to moderate, best for fast food promotions and where limited retail ads were active. Supplies were sufficient to closer balanced and clearing. In the parts structure, breast items were barely adequate to tight of an active call and moving well. Wings were sufficient with satisfactory movement, and dark meat was readily available with limited interest. In production areas, live supplies were moderate at mostly desirable weights.

WESTERN REGION BROILER/FRYERS Final majority prices remained unchanged from last week. Trading reported for this week deliveries at mainly unchanged prices. Offerings adequate. Retailer demand fairly good overall, best to cover planned feature activities. Dealers reported satisfactory weekend clearances. The market tone on parts barely steady to weak on dark meat items and fully steady to firm on white meat. Reported trading activity on parts for this week's delivery: leg quarters 34.5- 37.5 bulk and mainly 4/10s 37.5, breast bone-in at 118-123 and boneless 202-211, wings at 126-127, boneless leg meat 79-92. The Los Angeles negotiated WOG weighted average was 81.04 up .04 from last week's level with the volume reported at 27 loads unchanged.

MIDWEST REGION BROILER/FRYER Final majority prices were higher, Ohio cities TFEWR from last Monday's final. Whole broiler/fryer market tone was steady to instances firm. Offerings light for like buyer interest. Retail demand was light to fairly good. Food service movement was light to moderate. Floor stocks adequate. Weights desirable to at times heavy. Supplies of dark meat items available, light weight wings, tenders and breast cuts were tight. Trade interest was marginal, best for wings and tenders. Market tone was steady to firm on white meat cuts and about steady on wings and weak on dark meat items.

DELMARVA BROILER/FRYERS Movement of ready-to-cook whole birds was fair to moderate. Offerings were generally adequate. Live supplies were moderate; weights were mostly desirable to heavy. Processor schedules were moderate. Less than trucklot asking prices were unchanged at 76 to 87 cents. Trade sentiment was steady. In the parts complex, supplies were adequate. Jumbo wings were readily available.

*BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIPMENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA.

| BRANDED U.S. GRADE A | |
|----------------------|-------|
| RANGE | 61-88 |
| WEIGHTED AVERAGE | 75.97 |
| NO. OF BOXES | 6,373 |

*7 of 7 plants reporting.

NORTHEAST BROILER/FRYER PARTS Trucklot buying activity was fair to moderate entering the week. Offerings of breast items and tenderloins remained in very close balance and were commanding full premiums. Dark meat items were soft but were in a more manageable position compared to previous week trading. Wings were generally adequate. Retail draw was moderate, best for refill activity. Distributive draw was limited. The market tone remained fully steady to instances firm on breast items and tenderloins, steady on wings and no better than steady on dark meat cuts.

ICE PACKED BROILER/FRYER PARTS, DELIVERED TO FIRST

RECEIVERS IN POOL TRUCKLOT AND TRUCKLOT QUANTITIES, CENTS PER POUND

| ITEM | CURRENT NEGOTIATED TRADING | WTD AVG | VOLUME /LBS |
|----------------------------|-------------------------------|------------|----------------|
| BREAST - B/S | 215 | 209.63 | 646,525 |
| TENDERLOINS | 230-235 | 216.58 | 82,480 |
| BREAST - WITH RIBS | 111-112 | 116.22 | 126,080 |
| BREAST - LINE RUN | 111 | 112.98 | 84,160 |
| LEGS | 43-44 | 43.38 | 240,160 |
| LEG QUARTERS (BULK) | 33-34 | 34.41 | 251,902 |
| DRUMSTICKS | 32-33 | 40.02 | 111,890 |
| THIGHS | 42-43 | 48.21 | 39,840 |
| B/S THIGHS | 112-113 | 112.80 | 56,720 |
| WINGS (WHOLE) | 116-117 | 125.45 | 102,080 |
| BACKS AND NECKS (STRIPPED) | 10-12 | 11.96 | 31,920 |
| LIVERS (5 POUND TUBS) | 35-40 | 29.89 | 14,000 |
| GIZZARDS (HEARTS) | 55-60 | 62.09 | 11,600 |

INCLUDES NEW YORK CITY METROPOLITAN AREA, NORTHERN NEW JERSEY, MASSACHUSETTS, CONNECTICUT, RHODE ISLAND, AND PENNSYLVANIA (NORTHEAST OF HARRISBURG).

* TODAY'S NEGOTIATED SALES AS OF 11:30 A.M.

** WEIGHTED AVERAGE PRICE OF ALL GRADES AND BRANDS OF PRODUCT SHIPPED, OR TO BE SHIPPED AS OF 1:30 P.M.

ARKANSAS BROILER/FRYER PARTS F.O.B. DOCK OR EQUIVALENT, ICED-PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| ITEM | LBS (000) | RANGE | MAJORITY | WT. AVG |
|---------------------|-----------|---------------|----------|---------|
| BREAST - B/S | 2,075 | 191.00-250.00 | 200-205 | 204.56 |
| TENDERLOINS | 246 | 195.00-280.00 | 275-280 | 243.49 |
| BREAST - WITH RIBS | 168 | 114.00-115.00 | 114 | 114.28 |
| FRONT HALVES | 142 | 105.00-109.00 | 105 | 105.63 |
| LEGS | | NO TRADING | REPORTED | |
| LEG QUARTERS (BULK) | 1,332 | 31.00-34.00 | 31 | 32.08 |
| LEG QUARTERS (4/10) | 1,333 | 32.00-35.00 | 32 | 32.42 |
| WINGS (WHOLE) | | NO TRADING | REPORTED | |
| DRUMSTICKS | | NO TRADING | REPORTED | |
| THIGHS | 1,888 | 37.00-45.00 | 44-45 | 44.92 |

ESTIMATED SLAUGHTER OF BROILER-FRYERS (IN THOUSANDS)

| | ESTIMATE | ACTUAL | AVG WTS | ACTUAL | AVG WTS |
|----------|-----------|--------|---------|-----------|---------|
| | 03/22 | 03/18 | 03/18 | 03/15 | 03/11 |
| ALA | 3,952 | 3,741 | 5.15 | 3,833 | 5.14 |
| ARK | 5,465 | 5,257 | 4.87 | 5,327 | 4.94 |
| DELMARVA | 2,121 | 2,051 | 5.45 | 2,119 | 5.37 |
| KY-LA-TN | 2,056 | 1,907 | 4.88 | 2,040 | 4.96 |
| MISS | 3,078 | 2,968 | 5.36 | 2,947 | 5.32 |
| NC | 2,430 | 2,420 | 6.31 | 2,393 | 6.26 |
| TEXAS | 2,263 | 2,349 | 5.00 | 2,321 | 5.10 |
| TOTAL | 21,365 | 20,693 | 5.23 | 20,980 | 5.25 |
| MON | 21,365(A) | | | 20,980(A) | |

(A) Weekly cumulative for states listed above.

Broiler-fryer slaughter under federal inspection for 22-Mar 2004 is estimated to be 31,964,000 up 1.53 percent from a week ago and up 3.42 percent from a year ago.

(Last week 31,483,000 last year 30,906,000)

SOUTHERN STATES BROILER/FRYER PARTS F.O.B. DOCK OR EQUIVALENT, ICED-PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| ITEM | POUNDS (000) | RANGE | MAJORITY | WTD AVG |
|---------------------|-----------------|-------------------|----------|------------|
| BREAST - B/S | 898 | 210.00-290.00 | 214-217 | 215.40 |
| TENDERLOINS | 228 | 232.00-275.00 | 232-235 | 237.87 |
| BREAST - LINE RUN | 85 | 113.00-118.00 | 113-114 | 114.59 |
| FRONT HALVES | 62 | 105.00-110.00 | - | 108.39 |
| LEGS | 97 | 38.00-60.00 | 38-40 | 39.87 |
| LEG QUARTERS (BULK) | 596 | 30.00-33.00 | 30-31 | 30.76 |
| LEG QUARTERS (4/10) | 835 | 32.00-38.00 | 33-35 | 33.87 |
| WINGS (WHOLE) | 293 | 122.00-130.00 | 125-127 | 128.05 |
| WINGS (CUT) | 419 | 139.00-142.00 | 139-141 | 140.71 |
| DRUMSTICKS | | TOO FEW TO REPORT | | |
| THIGHS | | TOO FEW TO REPORT | | |
| B/S THIGHS | 105 | 101.00-122.00 | - | 114.14 |

WHOLE BODY INDEX BASED ON SOUTHERN STATES PARTS
TRADING FOR MARCH 22, 2004 — F.O.B. DOCK.

| RANGE | TODAY'S AVERAGE | 5-DAY AVERAGE |
|---------------|-----------------|---------------|
| 67.50 - 71.50 | 69.58 | 68.48 |

The Index is intended solely as an indicator of values for commodity-type product and does not represent industry's willingness to sell or ability to buy.

MIDWEST REGION BROILER/FRYER ICE-PACKED POOL TRUCKLOT AND TRUCKLOT QUANTITIES DELIVERED TO: IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, AND WI WEEK OF MAR-22-26-2004

| CENTS PER POUND | Price Per Lb. | Mostly |
|----------------------------|-----------------|-----------------|
| BREAST - B/S | 199.00 - 221.00 | 204.00 - 214.00 |
| BREAST - LINE RUN | 109.00 - 127.00 | 111.00 - 117.00 |
| LEGS | 35.00 - 50.00 | - |
| LEG QUARTERS (BULK) | 32.00 - 36.00 | 33.00 - 35.00 |
| DRUMSTICKS | 34.00 - 44.00 | - |
| THIGHS | 45.00 - 53.00 | - |
| WINGS (WHOLE) | 120.00 - 134.00 | 123.00 - 126.00 |
| BACKS AND NECKS (STRIPPED) | 12.00 - 20.00 | - |
| LIVERS | 30.00 - 41.00 | - |
| GIZZARDS (HEARTS) | 35.00 - 55.00 | - |

SOUTHERN CALIFORNIA (L.A. AREA) PROCESSED POULTRY, DELIVERED TO RESTAURANTS AND INSTITUTIONS

| | RANGE |
|----------------------------------|---------|
| WOGS 2# & UP - WHOLE | 90-91 |
| WOGS 2# & UP - CUT UP 8&9 PIECES | 93-98 |
| FROZEN HENS 5# & UP | |
| FROZEN DUCKS | |
| FROZEN SQUABS | 585-600 |

DELIVERED TO RETAILERS IN SOUTHERN CALIFORNIA (L.A. AREA)

| | |
|------------------|--------|
| FRESH FRYERS | 93-99 |
| ROASTERS 4# & UP | 95-105 |
| HENS UNDER 5# | |
| HENS OVER 5# | 71-77 |

DUCKS
RABBITS-WHOLE
RABBITS-CUT UP

SAN FRANCISCO PROCESSED POULTRY

DELIVERED TO RESTAURANTS AND INSTITUTIONS

| | RANGE |
|------------------|------------------|
| FRESH FRYERS | DRY PACK 104-106 |
| | ICE PACK 102-103 |
| ROASTERS 4# & UP | DRY PACK 105-109 |
| | ICE PACK 109 |
| HENS OVER 5# | ICE PACK 93 |
| | DRY PACK 93-95 |
| DUCKS | 152-175 |

EASTERN REGION MECHANICALLY SEPARATED CHICKEN

F.O.B. SHIPPER DOCK OR EQUIVALENT, PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN THE EASTERN REGION IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND, DELIVERY WITHIN TWO WEEKS.

19-MAR-2004

CHICKEN — PRICES — VOLUME —
(Cents per Pound)

| FAT | CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
|-------------|---------|--------|-------|-------|--------|
| 15% OR LESS | | | | | |
| RANGE | | - | - | - | - |
| WTD AVERAGE | | | | | |

CHICKEN WITH SKIN ADDED — PRICES — VOLUME —
(Cents per Pound)

| FAT | CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
|-------------|-------------|-------------|-------|-----------|---------|
| 15% OR LESS | | | | | |
| RANGE | 13.50-16.00 | | - | 840,000 | 520,000 |
| WTD AVERAGE | 15.05 | | | | |
| 15-20% | | | | | |
| RANGE | 12.08-19.00 | 12.50-14.00 | | 1,691,200 | 728,000 |
| WTD AVERAGE | 15.76 | 12.93 | | | |
| 20% OR MORE | | | | | |
| RANGE | | 12.00 | | 160,000 | - |
| WTD AVERAGE | | 12.00 | | | |

* INCLUDES THE STATES of CT, DE, FL, GA, MA, MD, ME, NC, NH, NJ, NY, PA, RI, SC, VA, VT, WV

SOUTHEAST HEAVY LIVE HEN Majority prices were unchanged when compared to a week earlier. Demand was at least moderate. Offerings were generally adequate to at least adequate. Processing schedules were mostly normal to less than normal. Supplies of finished product were clearing satisfactorily. The undertone was at least steady.

HEAVY TYPE HENS (7 POUNDS AND UP) *
FINAL PRICE, CENTS PER LB., GENERALLY FOR SLAUGHTER THE WEEK OF 22-MAR-04

| | RANGE | MAJORITY | WTD AVG |
|--------------------------|-------------------|-----------|------------|
| AT FARM BUYER LOADING | 6-10.25 | 8.75-9.25 | 8.93 |
| AT FARM PRODUCER LOADING | TOO FEW TO REPORT | | |
| FOB PLANT | TOO FEW TO REPORT | | |

*WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

CENTRAL REGION MECHANICALLY SEPARATED CHICKEN

F.O.B. SHIPPER DOCK OR EQUIVALENT, PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN THE CENTRAL REGION IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND, DELIVERY WITHIN TWO WEEKS.

19-MAR-2004

CHICKEN — PRICES — VOLUME —
(Cents per Pound)

| FAT | CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
|-------------|---------|--------|-------|-------|--------|
| 15% OR LESS | | | | | |
| RANGE | | - | - | - | - |
| WTD AVERAGE | | | | | |

CHICKEN, WITH SKIN ADDED — PRICES — VOLUME —
(Cents per Pound)

| FAT | CONTENT | FROZEN | FRESH | TOTAL | EXPORT |
|-------------|-------------|-------------|-------------|-----------|-----------|
| 15% OR LESS | | | | | |
| RANGE | | - | 13.00-15.00 | 142,800 | - |
| WTD AVERAGE | | | 13.29 | | |
| 15-20% | | | | | |
| RANGE | 13.00-14.00 | 12.00-15.00 | | 2,085,200 | 1,330,400 |
| WTD AVERAGE | 13.58 | 13.59 | | | |
| 20% OR MORE | | | | | |
| RANGE | - | - | | - | - |
| WTD AVERAGE | | | | | |

* INCLUDES THE STATES of AL, AR, IA, IL, IN, KS, KY, LA, MI, MN, MO, MS, ND, NE, OK, OH, SD, TN, TX, WI

SOUTH CENTRAL HEAVY LIVE HEN Pricing was slightly higher for current week arrivals of spent hens. Demand was moderate for adequate offerings from primary users. Schedules were normal. Finished sales were clearing available production. Trade sentiment was at least steady.

HEAVY TYPE HENS (7 POUNDS AND UP) *
PRELIMINARY PRICE, CENTS PER LB., GENERALLY FOR SLAUGHTER THE WEEK OF 22-MAR-04

| | RANGE | MAJORITY | WTD AVG |
|-----------------------|---------|----------|------------|
| AT FARM BUYER LOADING | 6.25-12 | 9-9.5 | 9.16 |

*WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

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